

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 CIAE-00 INR-07 NSAE-00 /027 W
-----302243Z 033068 /60
R 301445Z DEC 76
FM AMEMBASSY MOSCOW
TO SECSTATE WASHDC 2617
INFO USDOC WASHDC
AMEMBASSY OTTAWA

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USDOC FOR BEWT/DOWNEY, TDAD AND USSR

E.O. 11652: N/A
TAGS: ETRD, ELTN, UR, US
SUBJECT: U.S. FIRM SIGNS "BIGGEST TRUCK CONTRACT IN HISTORY" WITH USSR

REF: MOSCOW 6745

1. V/O AVTOEKSPORT DIRECTOR YE.N. LYUBINSKIY CONFIRMED TO
COMOFF DEC. 30 THAT UNIT RIG VICE PRESIDENT C.F. SOUTHWARD
SIGNED CONTRACT LAST WEEK FOR SALE OF ADDITIONAL 54 200-TON
M-200 TRUCKS (WITH SPARE PARTS) TO HAUL OVERBURDEN IN YAKUTIYA
COAL FIELDS. UNIT RIG OFFICIALS HAD TOLD COMMERCIAL OFFICE
DURING NEGOTIATIONS THAT RESULTING CONTRACT, WORTH JUST UNDER
DOLS 100 MILLION, WOULD BE LARGEST IN HISTORY OF OFF-HIGHWAY
TURCKING INDUSTRY. DEAL FOLLOWS SALE OF 30 M-200'S IN APRIL (REFTEL).

2. TRUCKS WILL BE ASSEMBLED IN CANADA WITH
DELIVERIES STRETCHING INTO FIRST QUARTER OF 1980, ACCORDING
TO UNIT RIG OFFICIALS. ALTHOUGH CONTENT WILL BE 60 PERCENT
AMERICAN, COMPANY WAS ABLE TO SECURE EDC FINANCING FOR ENTIRE
DEAL BY AGREEING TO IMPORT TIRES AND ELECTRIC WHEEL DRIVES
FOR SMALLER UNIT RIG MODELS FROM CANADIAN SOURCES.
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3. DESPITE ENORMITY OF THIS DEAL, COMPANY OFFICIALS
FEEL THEY ARE FAR FROM EXHAUSTING MINISTRY OF COAL IN-
DUSTRY DEMAND FOR M-200'S. THEY WILL, HOWEVER, BEGIN
DISCUSSIONS NEXT YEAR WITH MINISTRY OF AUTOMOTIVE IN-
DUSTRY TOWARD POSSIBLE COOPERATION IN PRODUCTION OF LARGE-CAPACITY

SOVIET TRUCKS AT BELAZ. DURING PRELIMINARY MEETING THIS MONTH, DEPUTY MINISTER YEVGENIY BASHINDZHAGYAN TOLD SOUTHWARD THAT BELAZ HAD ALREADY PRODUCED 75 PROTOTYPES OF ITS 120-METRIC TON MODEL AND IS NOW AIMING AT ANNUAL PRODUCTION OF 1000 180-METRIC TON TRUCKS (COMPARABLE IN CAPACITY TO M-200) DURING 1981-85 FYP. COMPANY OFFICIALS POINTED OUT, HOWEVER, THAT BELAZ 120-MT MODEL WEIGHTS 256,000 POUNDS COMPARED TO 160,000 FOR COMPARABLE UNIT RIG MODEL.

4. COMMENT: UNIT RIG DEAL ENDS 1976 ON SWEET NOTE, FOR TO OUR KNOWLEDGE, IT IS BIGGEST CONTRACT FOR FINISHED MANUFACTURED PRODUCTS SIGNED WITH USSR BY AN AMERICAN FIRM THIS YEAR. COMPANY OFFICIALS HAVE REQUESTED, HOWEVER, THAT ABOVE INFORMATION BE KEPT STRICTLY CONFIDENTIAL UNTIL SUCH TIME AS SOVIETS MAKE PUBLIC ANNOUNCEMENT. TOON

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: SALES, TRUCKS, BUSINESS FIRMS, CONTRACTS
Control Number: n/a
Copy: SINGLE
Draft Date: 30 DEC 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: ellisoob
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976MOSCOW20294
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760476-0690
From: MOSCOW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t1976124/aaaaacuv.tel
Line Count: 77
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 77 MOSCOW 6745
Review Action: RELEASED, APPROVED
Review Authority: ellisoob
Review Comment: n/a
Review Content Flags:
Review Date: 15 APR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <15 APR 2004 by BoyleJA>; APPROVED <03 AUG 2004 by ellisoob>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: U.S. FIRM SIGNS "BIGGEST TRUCK CONTRACT IN HISTORY" WITH USSR
TAGS: ETRD, ELTN, UR, US
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006